

Janet Wenger
Usana Health Sciences

July 15, 2006

Dear Sir or Madam:

I am writing you concerning the Business Opportunity Rule, Matter No. R511993. I think the goal of eliminating fraud in the direct selling industry is important, but I am extremely concerned that the proposed legislation, as it exists, would be detrimental to my business.

I have been a distributor with Usana Health Sciences for 2 ½ years, and at the age of 48, I consider this the single best business opportunity currently available. I am a health care professional with a full time job at a local hospital. I am proud to do what I do, and I make a good salary. Having said all that, my direct selling business is what provides me with the best opportunity to help other people create incomes, and more than that, to build their financial futures with residual income.

Our company already states in its literature what the average associate earns per year, so the prospective business associate sees this figure up front. In addition, our company offers a 100% money back guarantee within the first 30 days of membership. Prospective business associates are welcome, voluntarily, to take the time they need to research our company. Therefore, I feel a 7 day waiting period is unnecessary, and creates an undo burden on the person who wants to begin creating income with the business right away. I can't think of any other industry that would tolerate the burden of a 7 day waiting period before prospective buyers would be allowed to exercise their right and purchase what they want when they are ready to buy. The only exception to this may be the firearm industry. In this case I agree that a waiting period is appropriate for the sake of checking out the buyer's background.

The provision of 10 references to the prospective business associate is also unnecessary and excessive in my opinion. I enjoy introducing my prospective associate to my customers and business partners, as I am proud of what I do and who I associate with, however, the requirement of 10 references up front would place an undue burden on me and infringe on privacy rights of others.

I appreciate your consideration of my objections to the current proposal. I urge you to reconsider the seven day waiting period, the litigation information, and the references. My family depends on the income I create through Usana Health Sciences, and I am building significant income to assist my children with college education, and to provide for retirement for myself and my husband. I know of no other credible, affordable, flexible way to do this other than through the direct selling industry, and particularly Usana Health Sciences.

Respectfully,
Janet Wenger